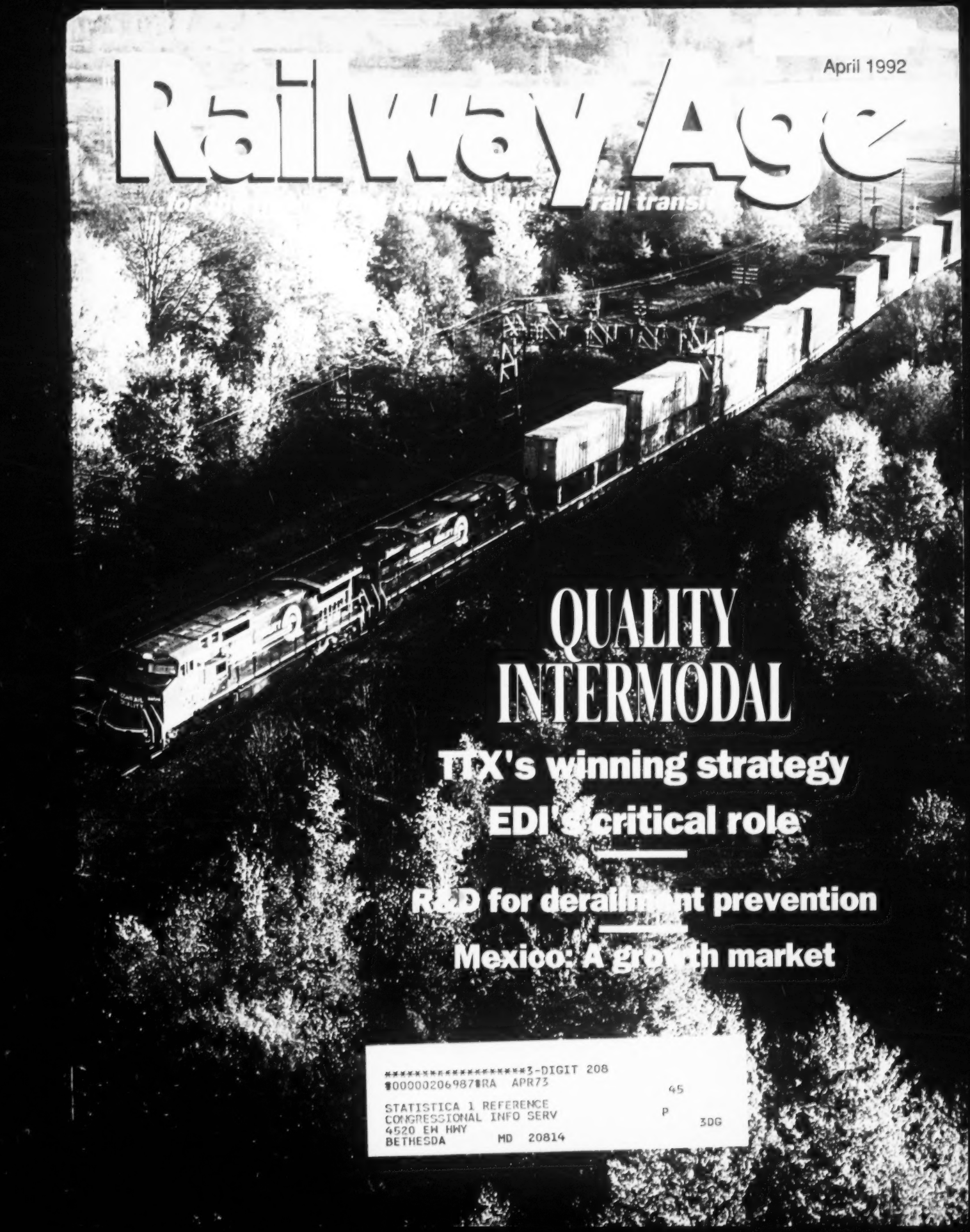
April 1992

Railway Age

for railroads and rail transit



QUALITY INTERMODAL

TTX's winning strategy

EDI's critical role

R&D for derailment prevention

Mexico: A growth market

**********3-DIGIT 208
000002069871RA APR73
45
STATISTICA 1 REFERENCE
CONGRESSIONAL INFO SERV P
4520 EW HWY 3DG
BETHESDA MD 20814

April 1992

Railway Age

Quality Intermodal

29 How TTX tracks quality
TTX monitors performance with a Supplier Evaluation Committee, a Total Quality Management Program, and an independent customer survey.

35 Port of Seattle fights back
With its growth rate trailing that of arch rival Tacoma and other West Coast ports, Seattle has embarked on a $300-million upgrade program.

41 EDI plays a critical role
Particularly in intermodal operations, electronic data interchange is no longer just a preferred option—it's essential to a seamless product.

44 Hub + EDI = success
The Hub Group's pioneering work in promoting EDI has helped to write one of the industry's great intermodal success stories.

53 Better railroading through R&D: Derailment prevention
Derailment frequency has declined 51% in ten years, and continuing advances in simulation and analysis promise further improvement.

47 Mexico: A growth market
U.S. railroads are doing a thriving business south of the border, and new opportunities are opening up for Mexican-U.S. supplier partnerships.

61 GO Transit: 25 and growing
Greater Toronto's phenomenally successful and almost-recession-proof commuter system may absorb additional CN and CP lines into its network.

Departments

9 Industry Outlook
10 Market Outlook
60 Letters
64 New Products
65 People in the News
66 Meetings
67 100 Years Ago
69 Advertising Sales
69 Advertisers Index

Comment

4 Inside
12 Lines on Labor
14 Watching Washington
16 Financially Speaking

Update

18 Bill Dempsey honored as 1992 Railroader of the Year
19 MK, Caterpillar plan prototype locomotives
20 AAR streamlines O&M department
20 EMD and SP enter material partnership
20 BN orders 500 jumbo grain cars
21 Autorack rebuilds: A joint effort
21 Container offered for metal coils

Intermodal
22 UP, Hunt team up in Mexican service
22 Atlanta ready to host 7,000 intermodalists
22 New container option for BN shippers
23 Container incentive program extended
23 Mark VI RoadRailer has added capacity

Transit
24 NYCTA customers like AFC system
24 Amtrak still talking with ICE, TGV reps
24 McDonnell Douglas eyes rail market
25 Capitols report capital business
25 Milwaukee studies transit options
25 Transit Expo '93 set for New Orleans
25 In-house operation cuts claims costs
26 LACTC examines some big options
27 BART picks MK to build new cars—and create jobs
27 Buyer pressures disturb some suppliers

Cover: Photo by Gary Benson

Published monthly by the Simmons-Boardman Publishing Corporation, 345 Hudson St., New York, NY 10014

USPS 449-131, Vol 193, No. 4

Subscriptions: RAILWAY AGE is sent without obligation to all Class 1 railroads, regional and short line railroad, light rail and rapid rail transit, private car lines, industrial owners of rolling stock, utility and energy personnel in railroad management and supervision in the executive and administration departments, marketing and sales departments, purchasing and materials departments, operations, mechanical, engineering and communications and signaling departments in the United States, Canada, and mexico. New price effective June 1, 1991: foreign $100.00 (U.S. funds) additional per year for Air mail delivery. All subscriptions payable in advance.
Copyrighted©1992. Second-class postage paid at New York, NY, and additional mailing offices.

Address all subscriptions, change of address forms and correspondence concerning the to Subscription Dept., Railway Age, 1809 Capitol Ave., Omaha, NE 68102 or call toll free (800) 228-9670. In Nebraska call (402) 346-4300.
Printed at Ringer America, Senatobia, Miss. Second Class postage paid by Simmons-Boardman Publishing Corp. 345 Hudson St., New York, NY 10014 ISSN 0033-8826
POSTMASTER—Send change of address forms to Railway Age, 345 Hudson Street, New York, NY 10014

Market Outlook

Equipment

Bay Area Rapid Transit: Directors voted on March 17 to award a $141.6 million contract to Morrison Knudsen for 80 C-Cars with options for an additional 170 vehicles. Also competing for the contract were C. Itoh/Kinki Sharyo and Mitsui/Kawasaki. MK will establish a facility in the Bay Area to complete the BART order as well as an order received earlier from Caltrans for 88 cars valued at $155 million.

CN North America: Awarded a $40 million (C) contract to GE Locomotives Canada of Montreal for 40 new high horsepower locomotives. CN said that while much of the building and final assembly of the new locomotives will be carried out at GE's Erie, Pa., plant, the contract includes a commitment by GE to fill a number of other orders at its plant in Montreal, including rebuilding 50 locomotives for a US. railroad and building 36 locomotives for export.

CN North America: Awarded a $15 million (C) contract to Toronto-based Lovat Tunnel Equipment to design and build a boring machine for a new, 6,000-foot, $155-million tunnel connecting Sarnia, Ont., and Port Huron, Mich. The machine is to be delivered early in 1993. Excavation for approaches to the new tunnel, 100 feet north of an existing one, will begin this fall with completion scheduled for the fall of 1994.

Facilities

CSX Transportation: Awarded a contract to Motel Sleepers Inc. to provide lodging services to CSXT's Detroit and Florence divisions. This is the third contract MSI has signed with the railroad in the past year and gives MSI about a third of CSXT's lodging business.

Los Angeles Transportation Commission: Awarded an $18 million contract to Mass Electric Construction Co. of Los Angeles for the supply of 20 traction power substations for the Metro Green Line. As a subcontractor, Siemens Transportation Systems of New York will supply equipment valued at $12 million. The substations will use Siemens Programmable Logic Controllers for equipment monitoring and control.

Port Authority Transit (Pittsburgh): Awarded a contract to Thomas K. Dyer Inc. to design changes and oversee contruction of two major switch and signal installations on PAT's light rail system in South Hills. The changes involve double the number of new crossover tracks and automatic switches, and will double the number of sites where PAT can switch trolleys from inbound to outbound.

St. Charles County (Mo.): Has raised $150,000 to help finance a study of an extension into St. Charles County of Metro Link, the light rail system now being built between East St. Louis and Lambert Field.

Revenue Freight Carloadings

Commodity	Mar 21 week	Mar 14 week	Mar 7 week	Feb 29 week	Feb 22 week
Grain	30,730	29,352	30,669	29,845	28,317
Other farm products	1,735	1,704	1,624	1,738	1,517
Metallic Ores	13,873	11,856	13,850	14,303	14,442
Coal	123,008	123,063	119,719	123,534	127,734
Crushed stone, sand and gravel	11,837	11,276	11,301	10,385	10,740
Nonmetallic minerals	8,568	8,201	8,029	7,830	8,424
Grain mill products	10,105	9,941	10,375	10,557	10,227
Food and kindred products	9,081	9,293	9,063	9,462	9,009
Primary forest products	9,443	8,865	9,126	9,122	9,184
Lumber and wood products	6,194	6,137	5,897	6,874	6,073
Pulp, paper and allied products	10,352	10,313	10,428	11,211	10,350
Chemicals	30,272	28,923	29,969	29,380	28,748
Petroleum products	4,901	5,032	4,635	4,867	4,481
Stone, clay and glass products	9,206	8,650	8,808	8,317	8,099
Coke	5,268	5,104	5,227	5,408	5,339
Metals and products	10,479	9,788	10,056	11,078	10,179
Motor vehicles and equipment	19,187	17,877	17,526	18,071	17,625
Waste and scrap materials	8,598	8,498	8,391	8,497	8,149
All other carloads	6,279	6,561	6,353	7,460	5,518
Total cars loaded	**329,116**	**320,434**	**321,046**	**327,939**	**324,155**
% change from previous year	3.4	1.1	0.4	1.2	1.6

		%change
Cumulative total: 12 weeks	3,809,222	1.6

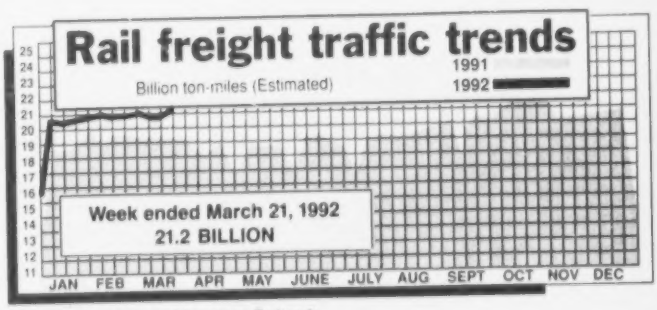
Estimated revenue ton-miles	21.2	20.7	20.7	21.0	20.8
% change from previous year	6.5	4.0	3.0	4.0	4.0

Total:	**1991**	**1990**	**%change**
weeks	245.2	234.7	4.5

Intermodal Traffic

	Mar 21	Mar 14	Mar 7	Feb 29	Feb 22
Trailers	62,000	61,649	61,950	62,795	58,850
Containers	64,618	63,597	60,417	62,011	62,020
Total	**126,618**	**125,246**	**122,367**	**124,806**	**120,870**
% change from previous year	9.0	7.8	4.4	3.2	3.4

		% change
Cumulative total: 12 weeks	1,459,639	4.9



Source: Association of American Railroads

Seoul Metropolitan Government: Awarded a $33 million contract to Union Switch & Signal International Co., a subsidiary of Union Switch & Signal Inc. of Pittsburgh, to supply signaling equipment for Line 5 of the South Korean capital's subway. US&S will supply 24 interlockings as well as two depots, employing a solid state interlocking system utilizing US&S Microlok and Genysis microprocessor-based products.